



Feb 26, 16  
CONT# 29549018 Mod# Ver# 1 (Last = )  
REP iHeartMedia  
TO WTKK-FM (Raleigh-Durham, NC)  
FM DAVID SCOTT  
OFF PHILADELPHIA  
AGY GREENER & HOOK C/O CROSSROADS MED  
ADDR 66 CANAL CENTER PLAZA, SUITE 555  
ALEXANDRIA, VA 22314

DDS CONT# 0  
C/P/E: / / 2842

SALESPERSON FAX#

PH # 703-299-1760

BYR EMILY MILHOAN  
ADV STATE EMPLOYEE ASSOCIATION OF NC  
PDT Isse  
FLT Mar 03, 16 - Mar 15, 16

14508

\* REP ORDER COMMENT \*

\*\* 2/26/2016 1:31:00 PM:

[HTTP://RADIOEXCHANGE.CLEARCHANNEL.COM/SALES/CATEGORY/PAGES/POLITICALRATECARDS.ASPX](http://radioexchange.clearchannel.com/sales/category/pages/politicalratecards.aspx)

\*\* 2/26/2016 1:31:00 PM: MMS WILL SEND SPOT/TRAFFIC, FORMS, AND CHECK BEFORE START. THANK YOU!

\*\* 2/26/2016 1:31:00 PM: THE FUSION INDUSTRY IS ISSUE.

\*\* 2/26/2016 1:31:00 PM: THE FUSION REVENUE TYPE IS NATIONAL AGENCY POLITICAL.

\*\* 2/26/2016 1:31:00 PM: THIS IS A NEW ORDER. PLEASE CONFIRM ASAP. THANK YOU!

\*\* 2/26/2016 1:31:00 PM: THIS IS AN ELECTRONIC ORDER. PLEASE DO NOT RETURN IN THE ORDER SYSTEM IF THERE ARE CLEARANCE ISSUES. PLEASE CONTACT MMS WITH CLEARANCE ISSUES. THANKS!

MC	LN	REV TYPE	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
No work ready for 3/3 - push to 3/4 start (see email)	1.1	<b>FLIGHT 1</b> National Agency-Political	...T...	10A - 3P	60	03/03/2016 - 03/03/2016	1D	1	\$475.00	1
						** FLIGHT TOTALS **		1	\$475.00	
	2.1	<b>FLIGHT 2</b> National Agency-Political	....F..	10A - 3P	60	03/04/2016 - 03/04/2016	1D	1	\$475.00	1
						** FLIGHT TOTALS **		1	\$475.00	
	3.1	<b>FLIGHT 3</b> National Agency-Political	M.....	10A - 3P	60	03/07/2016 - 03/07/2016	1D	1	\$475.00	1
						** FLIGHT TOTALS **		1	\$475.00	
	4.1	<b>FLIGHT 4</b> National Agency-Political	.T.....	10A - 3P	60	03/08/2016 - 03/08/2016	1D	1	\$475.00	1
						** FLIGHT TOTALS **		1	\$475.00	
		<b>FLIGHT 5</b>								

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5.1	National Agency-Political	..W....	10A - 3P	60	03/09/2016 - 03/09/2016	1D	1	\$475.00	1
					** FLIGHT TOTALS **		1	\$475.00	
6.1	<b>FLIGHT 6</b> National Agency-Political	...T...	10A - 3P	60	03/10/2016 - 03/10/2016	1D	1	\$475.00	1
					** FLIGHT TOTALS **		1	\$475.00	
7.1	<b>FLIGHT 7</b> National Agency-Political	....F..	10A - 3P	60	03/11/2016 - 03/11/2016	1D	1	\$475.00	1
					** FLIGHT TOTALS **		1	\$475.00	
8.1	<b>FLIGHT 8</b> National Agency-Political	M.....	10A - 3P	60	03/14/2016 - 03/14/2016	1D	1	\$475.00	1
					** FLIGHT TOTALS **		1	\$475.00	
9.1	<b>FLIGHT 9</b> National Agency-Political	.T.....	10A - 3P	60	03/15/2016 - 03/15/2016	1D	1	\$475.00	1
					** FLIGHT TOTALS **		1	\$475.00	

	<b>Mar 16</b>						
SPOTS	9						
CASH	4275.00						
TRADE	0.00						
NSL	0.00						
TOTAL	4275.00						

  

						<b>TOTAL</b>
SPOTS						9
CASH						4,275.00
TRADE						0.00
NSL						0.00
TOTAL						4,275.00

## Yarbrough, Andrea

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**From:** Annucci, Lauren  
**Sent:** Thursday, March 03, 2016 15:16  
**To:** Yarbrough, Andrea  
**Cc:** Scott, David  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hi Andrea,

I apologize, the spot will not be ready today.

Please push back to Monday.

### Lauren Annucci

National Sales Assistant I Philadelphia

**iHeartMedia**

o: 610.784.5531 | f: 917.206.0411 |

reaching a quarter billion consumers every month  
radio/digital/outdoor/mobile/social/events

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**From:** Yarbrough, Andrea  
**Sent:** Thursday, March 03, 2016 1:40 PM  
**To:** Scott, David; Annucci, Lauren  
**Subject:** FW: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached  
**Importance:** High

Any word on the State Employees Assoc of NC spot yet today?

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**From:** Yarbrough, Andrea  
**Sent:** Wednesday, March 02, 2016 3:26 PM  
**To:** Annucci, Lauren  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Okay. Thank you.

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**From:** Annucci, Lauren  
**Sent:** Wednesday, March 02, 2016 2:30 PM  
**To:** Yarbrough, Andrea  
**Cc:** Scott, David; Cordle, Jason  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hi Andrea,

I just received word that the spot won't be done today.  
Please push to a Friday start. I apologize for the inconvenience.

Thanks!

## Yarbrough, Andrea

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**From:** Annucci, Lauren  
**Sent:** Wednesday, March 02, 2016 14:30  
**To:** Yarbrough, Andrea  
**Cc:** Scott, David; Cordle, Jason  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hi Andrea,

I just received word that the spot won't be done today.  
Please push to a Friday start. I apologize for the inconvenience.

Thanks!

### Lauren Annucci

National Sales Assistant I Philadelphia

### iHeartMedia

o: 610.784.5531 | f: 917.206.0411 |

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**From:** Yarbrough, Andrea  
**Sent:** Wednesday, March 02, 2016 1:43 PM  
**To:** Annucci, Lauren  
**Cc:** Scott, David; Cordle, Jason  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Thank you for the update. I thought the political deadline was 4pm?

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**From:** Annucci, Lauren  
**Sent:** Wednesday, March 02, 2016 1:27 PM  
**To:** Yarbrough, Andrea  
**Cc:** Scott, David; Cordle, Jason  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hi Andrea,

I am told that the spot should be here later this afternoon.

Since the order is political we have a deadline of 5pm. If the spot has not arrived by then please push back the start date.

Thanks!

### Lauren Annucci

National Sales Assistant I Philadelphia

### iHeartMedia

o: 610.784.5531 | f: 917.206.0411 |

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radio/digital/outdoor/mobile/social/events

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**From:** Yarbrough, Andrea  
**Sent:** Wednesday, March 02, 2016 1:21 PM  
**To:** Cuzzolino, Angela  
**Cc:** Scott, David; Annucci, Lauren; Cordle, Jason  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached  
**Importance:** High

Hi guys,

We are already past our traffic deadline. Any word on the spot we need to run for State Employees Assoc of NC Issue order that is supposed to start tomorrow?

We don't want to miss spots, but let me know if we need to push the start date if the spot isn't ready/available yet.

Thank you.

Andrea

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**From:** Yarbrough, Andrea  
**Sent:** Wednesday, March 02, 2016 9:31 AM  
**To:** Cuzzolino, Angela  
**Cc:** Scott, David; Annucci, Lauren  
**Subject:** RE: New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hey guys,

Do you have the spot for State Employees Assoc of NC order that is supposed to start tomorrow?

Thank you!

Andrea

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**From:** Cuzzolino, Angela  
**Sent:** Friday, February 26, 2016 1:31 PM  
**To:** Yarbrough, Andrea  
**Cc:** Scott, David; Annucci, Lauren  
**Subject:** New State Employees Assoc. of NC Order WTKK-FM Start 3/3 NAB Attached

Hey Andrea!

I sent over a new issue order for State Employees Association of North Carolina.

NAB is attached.

Spot/traffic and check copy will be sent upon receipt.

**If you have clearance issues, please do NOT return the orders in the order system. We can only revise orders that are confirmed in the system.**

Please reply all if you need anything.

Thank you!

**Angela Cuzzolino**

National Sales Assistant

iHeartMedia

o 610.784.5529 | f 917.206.9215

111 Presidential Blvd, Suite 100, Bala Cynwyd, PA 19004

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State Employee Association of NC	<u>WTKK-FM*</u>	GREENER & HOOK C/O CROSSROADS MED	4275 / 9	iHeartMedia	29549018
Isse	RALEIGH-DURHAM, NC 2842	Emily Milhoan	3/3/16 - 3/15/16	David Scott	S

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**Class of time purchased:** Issue Non-preemptible

**iHeartMedia**  
**WDCG-FM, WNCB-FM, WRDU-FM, WTKK-FM,**  
**95X**  
**Accounting**  
**Remit to: iHeartMedia Raleigh**  
**PO Box 402570**  
**Atlanta, GA 30384-2570**  
**Phone: 919-878-1500**

**Invoice No: 1008819567**

**ELECTRONIC INVOICE COPY**

CROSSROADS MEDIA

66 CANAL CENTER PLAZA, SUITE 555  
ALEXANDRIA, VA 22314

Advertiser No.: 18926

State Employee Association of

Order: 1108814508

Invoice Date: **03/20/2016**

Co-op: No

Payment Due: **03/20/2016**

PAID: Cash In Advance

AE: PHILADELPHIA, MMS

Billing Type: Broadcast

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**D U P L I C A T E      I N V O I C E**

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**Note 1:**            **WTKK/EST 2842/ISSUE**

**Contract/Code #: 29549018**

**Note 2:**            **/ / 2842**

**CPE /2842**

**Invoice Summary:**

No. of Spots/Misc:	9/0
Gross Spot Billing:	\$4,275.00
Agency Commission:	\$641.25
Net Spot Billing:	\$3,633.75

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This invoice is in accordance with the official log and the announcements/programs indicated below were aired on the dates and the times shown. Per your advertising agreement, the actual times may have run within 10 minutes of the scheduled time.

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Invoice: 1008819567

Advertiser: State Employee Association of

Market: Raleigh

Station: WTKK-FM

Order Line	Days	By Week	Revenue Type	Ordered	Bind To					Rate
1	M	2	National Agency-Political	Commercial	10:00:00-15:00:00					\$475.00
	<u>ISCI / SPOT TITLE</u>			<u>AIRIED</u>	<u>DATE</u>	<u>TIME</u>	<u>LEN</u>	<u>MG</u>	<u>RATE</u>	
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Premiere Gem	03/07/16	11:52 AM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/07/16	12:22 PM	60			\$475.00
2	MT	2	National Agency-Political	Commercial	10:00:00-15:00:00					\$475.00
	<u>ISCI / SPOT TITLE</u>			<u>AIRIED</u>	<u>DATE</u>	<u>TIME</u>	<u>LEN</u>	<u>MG</u>	<u>RATE</u>	
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/14/16	11:48 AM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/15/16	01:58 PM	60			\$475.00
3	MTWThF	5	National Agency-Political	Commercial	10:00:00-15:00:00					\$475.00
	<u>ISCI / SPOT TITLE</u>			<u>AIRIED</u>	<u>DATE</u>	<u>TIME</u>	<u>LEN</u>	<u>MG</u>	<u>RATE</u>	
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/07/16	10:24 AM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/08/16	12:26 PM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/09/16	10:52 AM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Premiere Gem	03/10/16	10:54 AM	60			\$475.00
	STATE EMPLOYEES ASSOC-EMPAC 60SEC RADIO			Commercial	03/11/16	12:56 PM	60			\$475.00
Totals for Station:		WTKK-FM	No. of Spots/Misc: 9/0		Gross Amt:		\$4,275.00			
Totals for Market:		Raleigh	No. of Spots/Misc: 9/0		Gross Amt:		\$4,275.00			
Totals for Invoice:			No. of Spots/Misc: 9/0		Gross Amt:		\$4,275.00			

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>	<b>Date:</b>
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I, Crossroads Media

do hereby request station time concerning the following issue:

State Employees Association of NC 1621 Midtown Place Raleigh, NC 27609 <del>703-299-1740</del> (919) 833-6736
--

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

This broadcast time will be used by: State Employees Association of NC

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

NC Primary 3/15 / Nelson Dollar (re: his record = cut unemployment, teacher pay raises.)

I represent that the payment for the above described broadcast time has been furnished by (name and address):

State Employees Association of NC  
1621 Midtown Place  
Raleigh, NC 27609

(919) 833-6936

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Chuck Stone, Treasurer / Jim Pressley, Chairman

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

***TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)***

02/27/2016

Date



Signature

703-299-1760

Contact Phone Number

***TO BE SIGNED BY STATION REPRESENTATIVE***

☐ Accepted

☐ Accepted in Part

☐ Rejected

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\*\*\*Any handwritten information included on this form was not provided by the agency and was included without their knowledge or consent. \*\*\*

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.